AMC Small Business Program Update

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"Need to be faster, more agile, less bureaucratic - Need to fight this everyda

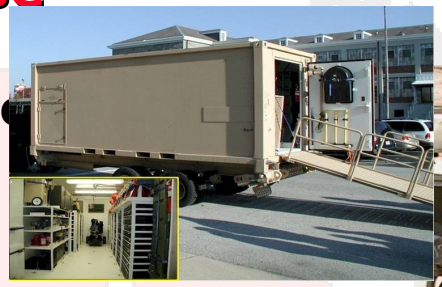
Our Focus……..

Supporting Soldie

"Need to be faster, more agile, less bureaucratic - Need to fight this everyday"

Small Business

A Critical Component of our Defense Industrial Base



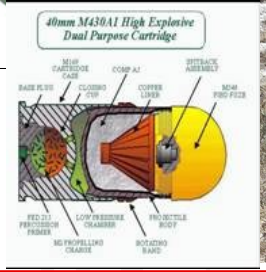
Supporting America's Warfighte

in Army Transformation

- Small Business Innovative Research
- Modular structures, counter-intelligence analysis, training systems
- Radio frequency tags

and on the battlefield today

- Unmanned systems, mine detectors
- Uniforms, body armor, ballistic blankets, muni
- Air beam maintenance shelters and lightweight tactical tents
- AH-64 tail rotor blade erosion strips
- Batteries, antennas, night vision components, hand-held signal devices



CAPABILITY, CAPABILITY, CAPABILITY!

"Small businesses are vital to our Nation's economic capability and a critical enabler of our increased military capabilities. Agile and innovative, small businesses provide our Army and Nation essential support every day. From the laboratory to the foxhole, small business is there!"

Benjamin S. Griffin
General, Commanding
US Army Materiel Command

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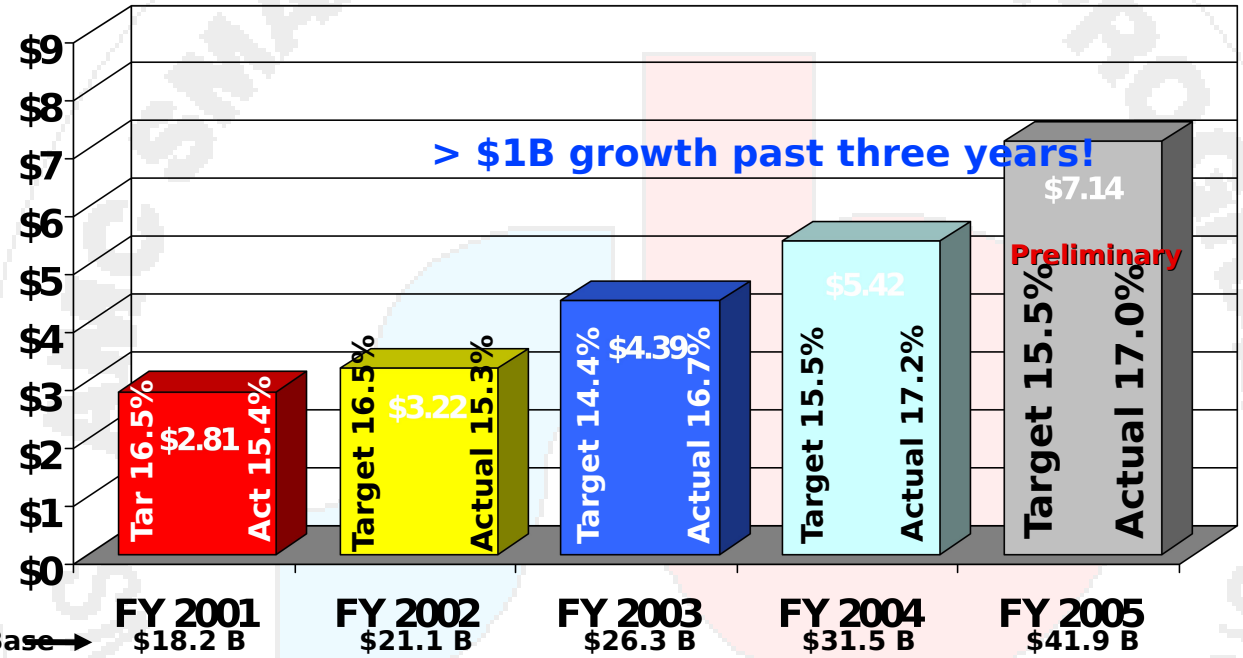
AMC Small Business Program Performance

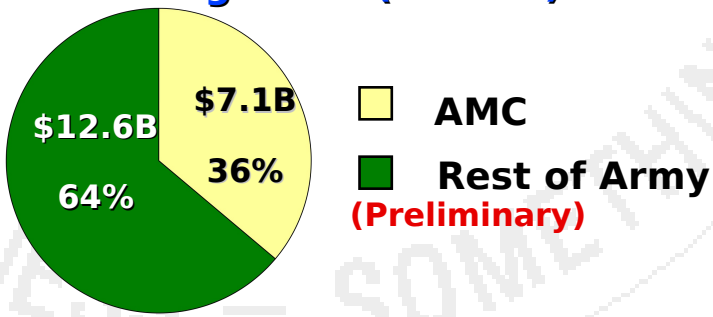
Small Business Obligations (billions)



58.5% of 62,421 contract actions awarded to small businesses!

69.4% competed!

SMALL BUSINESS Obligations (billions)



$19.7B

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AMC Small Business Program
FY 05 Goals & Performance

Category	Total Obligations Millions 1 Oct 04 - 30 Sep 05	DA Target % of Obligations	Achieved % of Obligations	% of Actions	06 Target
Small Business	$7,138	15.5%	17.0%	58.5%	16.5% ▲
Small Disadvantaged Business	$1,047	3.5%	3.2%	7.9%	3.5%
Woman-Owned Small Business	$721	2.1%	1.7%	8.0%	2.1%
Service-Disabled Veteran-Owned SB	$98	1.0%	0.2%	0.8%	1.0%
Historically Underutilized Business Zone (HUBZone)	$251	1.0%	0.8%	2.3%	1.3% ▲
Historically Black Colleges & Universities/Minority Institutions (HBCU/MIs)	$22	11.8%	14.6%	13.9%	12.3% ▲

Base for other than HBCU/MI is total AMC awards to all US businesses – nearly $42 billio

HBCU/MI base is total AMC awards to Higher Education Institutions – over $199 million

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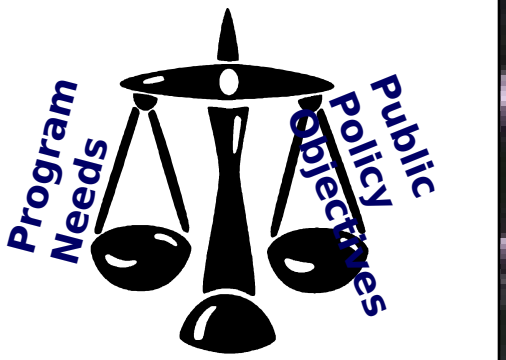
Challenges

- Program awareness
- Need for cultural change
- Earlier involvement
- Subcategory performance
  - service-disabled vets
  - women-owned
  - HUBZone
- Utilization of HBCU/MI capabilities
- Mergers & acquisitions (SB success)

A Matter of Balance



- Bundling & consolidation *associated with…*
  - Systems integration
  - Performance based logistics
  - Enterprise-wide solutions
  - Strategic sourcing initiatives

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Discussion

Primary objective -- How can we better help you help us?

We need your continued support. THANKS!

Early involvement – KO role

DPEO/DPM initiative

Accuracy of DD 350 socio-economic input

Thorough market research – databases avail

Mentor Protégé Program

Pursue cascading set-asides

Program education & rotational assignments

SB Specialists as a valuable resource first

Seek small business solutions

SB objective in all 1102 standards revisions

Pending size standard

Encourage debriefings

Command-wide contracts for SB

DA Request to CG for 2006

Advance acquisition planning system

Metrics & business intelligence

Maximize SB participation in consolidations

Encourage greater HBCU/MI, SDB & prime collaboration

Evaluate SB participation in source selection

Use HUBZone preference in areas impacted by BRAC &

natural disasters

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Manufacturing Technical Assistance Production Program

- **Congressionally funded program to provide network of qualified SBs for DoD**
- **Technical experts and web-based tools to enhance operations & capabilities**
- **Assists SBs improve capabilities based on DoD needs**
  - ***Critical parts & technologies***
  - ***Lean and Six Sigma assistance***
  - ***Help with business plans, accounting systems, proposal management***
- **Rigorous pre-screening, in-depth assessment, assistance and sustainment**
- **Agencies and large primes help focus program on critical needs**
  - ***ID well qualified small businesses focused on quality***
  - ***KO, tech, SB specs and industry can access to detailed vendor databases***
  - ***Reduce the cost &risk of doing business with small suppliers***

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AMC & small businesses…… working together to support America's warfighters
"As small business owners and employees add to the vitality of our economy, they also inspire others to realize the full promise of our Nation."
President George W. Bush
AMC SMALL BUSINESS PROGRAM
SMALL BUSINESS = SOMETHING BIG